

## Message Text

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45

ACTION EA-14

INFO OCT-01 ADP-00 AID-20 EB-11 NSC-10 RSC-01 CIEP-02

TRSE-00 SS-15 STR-08 OMB-01 CEA-02 COME-00 CIAE-00

DODE-00 INR-10 NSAE-00 PA-03 USIA-12 PRS-01 L-03

SCEM-02 OPIC-12 XMB-07 RSR-01 /136 W

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R 110859 Z MAY 73

FM AMEMBASSY MANILA

TO SECSTATE WASHDC 5149

C O N F I D E N T I A L MANILA 5149

E. O. 11652: GDS

TAGS: EGEN, RP, US

SUBJECT: U. S. COMPANIES PREPARE FOR US- GOP NEGOTIATIONS

1. IN ORDER DEVELOP POSITIONS ON U. S. BUSINESS OBJECTIVES IN ANTICIPATED US- GOP NEGOTIATIONS ON BILATERAL ECONOMIC RELATIONS, AMERICAN CHAMBER OF COMMERCE HAS RETAINED SERVICES RICHARD HENRY AS EXECUTIVE ADVISOR. HENRY IS RETIRED FNCB OFFICER WITH MANY YEARS EXPERIENCE IN PHILIPPINES AND GOOD CONTACTS IN GOVERNMENT AND BUSINESS CIRCLES. HE WILL WORK DIRECTLY WITH AMCHAM SUBCOMMITTEE CHAIRED BY CALTEX PHILS PRESIDENT RAYMOND JOHNSON, AND INCLUDING REPRESENTATIVES OF MAJOR SECTORS OF U. S. BUSINESS IN PHILIPPINES.

2. IN CONVERSATIONS WITH EMBOFFS, HENRY DESCRIBED HIS TASK AS ONE OF ASSISTING AMCHAM TO DEVELOP CONSENSUS OF MEMBERSHIP ON ISSUES SUCH AS LAND OWNERSHIP, RETAIL TRADE, BUSINESS ENVIRONMENT ( INCLUDING PACE OF FILIPINIZATION) AND BILATERAL TRADE PREFERENCES. IN PURSUING THESE OBJECTIVES, HE WILL CONSULT CLOSELY WITH AMCHAM MEMBERSHIP. WHILE PRECISE SCOPE OF HIS WORK HAS NOT YET BEEN DETERMINED, HE ANTICIPATES IT MAY  
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EVENTUALLY INCLUDE RECOMMENDATIONS FOR ACTION SUCH AS FORMAL APPROACHES TO MEMBERS OF U. S. EXECUTIVE AND LEGISLATIVE BRANCHES BY HEAD OFFICES OF U. S. COMPANIES IN PHILIPPINES. HENRY PLANS LEAVE FOR U. S. MAY 24 WHERE, AS PART OF PRELIMINARY WORK FOR AMCHAM, HE WILL DISCUSS ISSUES WITH PHIL- AM CHAMBER AND HEADQUARTERS OF U. S. COMPANIES, AND WOULD LIKE TO CONSULT WITH STATE DEPARTMENT AND OTHER USG AGENCIES CONCERNED WITH LAUREL- LANGLEY ISSUES. ( WE HAVE SUGGESTED EA/ PHL AS CONTACT.) FYI MITCHELL HAS INDICATED HENRY BEING GROOMED FOR ROLE OF U. S. BUSINESS REPRESENTATIVE IN NEGOTIATIONS END FYI.

3. AS DEPARTMENT AWARE, AMCHAM PHILIPPINES HAS OBTAINED APPROVAL OF ASIA- PACIFIC COUNCIL OF AMCHAMS AT LAST TWO MEETINGS FOR RESOLUTION CALLING FOR U. S. TO BEGIN IMMEDIATE BILATERAL NEGOTIATIONS WITH PHILIPPINES ON FUTURE ECONOMIC RELATIONS. ( MANILA A-324, 12/16/72) AMERICAN BUSINESS HERE IS SERIOUSLY CONCERNED THAT ITS VIEWS BE MADE KNOWN PRIOR TO NEGOTIATIONS. AMCHAM LEADERS POINT TO OKINAWA AS RECENT EXAMPLE WHERE FAILURE TO DO SO WAS IN THEIR VIEW DISASTROUS FOR U. S. BUSINESS.

4. WE EXPECT TO HAVE ACCESS TO REPORT AND RECOMMENDATIONS ( IF ANY) DEVELOPED BY HENRY AND WILL KEEP DEPARTMENT INFORMED.  
HAMILTON

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NMAFVVZCZ

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